

# THE TRANSPORTATION LINK



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Business Utilization

**T**his Veterans Day we thank all of the men and women who have served our country and are currently serving our country.

The Small Business Administration (SBA) recently announced the integration of Pro-Net and the Central Contractor Registration (CCR) databases. The purpose is to reduce some of the burden on small businesses that want to do business with the federal government and its prime contractors.

In November we celebrate Native American Awareness Month. This month's newsletter highlights two success stories. We also spotlight programs that provide outreach to the Native American community.

Gregory Branaugh of D&G Concrete Construction, Inc. is a strong example of a Native American who has achieved success in the highway construction business and the United Tribes Technical College has achieved success with its Associate of Applied Science Degree in Injury Prevention.

The DOT National Highway Transportation Safety Administration (NHTSA) has recently developed an informative Multicultural Outreach web site with one section dedicated to American Indians and Alaskan Natives.

On-the-Job Training Programs provide a means for DOT and our partners to introduce students to career possibilities in the highway construction industry.

We hope that you and your families will have a safe and Happy Thanksgiving.

## Integration of the SBA PRO-Net and Central Contractor Registration (CCR) Systems

**T**he Small Business Administration has announced that they are taking a big step in simplifying the way small businesses do business with the Federal government by making some changes in how the Procurement Marketing and Access Network (PRO-Net) database operates. They have partnered with the U.S. Department of Defense (DOD), Defense eBusiness Program Office to integrate PRO-Net and the Central Contractor Registration (CCR) system effective October 31, 2002.

The CCR is the primary vendor database for DOD, U.S. Departments of Treasury and Transportation, and NASA. It collects, validates, stores, and disseminates data in support of agency missions. Importantly, CCR collects information needed for electronic funds transfer (EFT). The CCR validates registrant's information and electronically shares the secure and encrypted data with Federal agencies to facilitate paperless procurement and payment through EFT.

Firms are required to complete a one-time registration process to provide basic information relevant to procurement and financial transactions. Registration must be renewed annually. Both current and potential vendors must register in CCR to be awarded contracts, and to be paid by the above noted agencies. Further, by the fall of 2003, vendor payments for all Federal agencies will be made on the basis of EFT information contained in CCR. In brief, all firms doing business with the Federal government will have to be registered in CCR in order to be paid.

Through the integration of the two databases, the burden on small businesses that want to do business with the Federal government and its prime contractors will be reduced. In essence, the process is being streamlined so that firms can automatically register in both PRO-Net and CCR at the same time. This is being done to advance the President's goal of a single, user-friendly, integrated acquisition environment.

As importantly, as noted above, by the fall of 2003, vendor payments for all Federal agencies will be made on the basis of EFT information contained in CCR.

The PRO-Net system will continue to serve as a major marketing development tool for small businesses seeking to do business with the Federal government and prime contractors. It will also continue to be an important marketing research tool for government contracting officers and commercial buyers seeking small business sources. Finally, it will continue to be the authoritative source of certification information for 8(a) Business Development and HUBZone Empowerment Contracting Programs, and for Small Disadvantaged Business (SDB) status.

After the integration, firms will register by going to the PRO-Net or CCR website. If the firm goes to the PRO-Net website, it will be automatically directed to the CCR database to enter its information.

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There are three types of information that will be captured through the integration: information that is unique to CCR (e.g., EFT information), information that is common to both CCR and PRO-Net (e.g., firm demographic information), and information that is unique to PRO-Net (e.g., firm marketing information). Information that is unique to CCR and information that is common to both CCR and PRO-Net will be entered into the CCR database. Information that is common to both CCR and PRO-Net will be transmitted to SBA via XML technology to populate the PRO-Net database. Information unique to PRO-Net will be entered directly into tables at SBA.

During FY 2003, CCR/PRO-Net will be further modified so that SBA will pass certification information for 8(a), HUB-Zone, and SDB programs from PRO-Net database to the CCR database.

To be registered in PRO-Net, each firm must check its PRO-Net records and be sure that it contains a valid DUNS number. (If a firm has multiple locations, it should have a valid DUNS numbers for each location.) If a firm does not have a DUNS number, it should contact Dun & Bradstreet, Inc., at (800) 333-0505 to obtain the free nine-digit identification number. If the firm is currently registered in the CCR, then it will make all future PRO-Net profile updates to its CCR record. If the firm is not registered in CCR, it should visit the CCR website at [www.CCR.gov](http://www.CCR.gov) and register immediately.

*For more information, first, visit the CCR website at [www.ccr.gov](http://www.ccr.gov). Then, if you have any questions, please contact SBA by e-mail at [pro-net@sba.gov](mailto:pro-net@sba.gov), including the words "PRO-Net/CCR" in the subject line.*

## United Tribes Technical College: Injury Prevention Program Saves Lives

The U.S. Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) works with a number of Minority Educational Institutions (MEIs) under the Entrepreneurial Technical Training and Assistance Program (ETTAP). The ETTAP program combines the efforts of government, Minority Educational Institutions and the private sector to focus on increasing assistance to small and disadvantaged business enterprises (S/DBEs) in their geographic areas. The United Tribes Technical College (UTTC), located in Bismarck, North Dakota is one of the MEIs OSDBU partners with under this outreach initiative.

Dennis Renville, ETTAP Project Director at UTTC, explains that Native Americans have an unemployment rate of 60-80% in North Dakota and a suicide rate higher than any other national group. Since one in every three jobs in this country is related to transportation, the College sees great potential for employment opportunities among students who are trained in transportation-related fields.

UTTC also has a program to reduce injuries on Indian Reservations. From 1992 through 1996, injury was the cause of over 75% of the deaths of Native American youths between the ages of one and nineteen. The goal of the UTTC Injury Prevention Program is to increase understanding and skills within the Native American Community by:

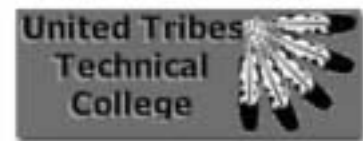
- Assisting the tribes in building their own capacity to address local injury problems
- Reducing injury morbidity and mortality for Native Americans.

The Aberdeen, Billings and Bemidji tribal areas, from which 97% of UTTC students are drawn, have the highest rates in the nation for most types of injury including motor-vehicle and pedestrian fatalities, drowning, suicide, alcoholism, fire, etc.

The accident rate for Native Americans is 204% greater than the U.S. average. Eighty-five percent of Native Americans killed in vehicle crashes did not use a seat belt.

UTTC began offering an Associate of Applied Science Degree in Injury Prevention in response to these epidemic injury rates on Indian reservations. They are the first of all 34 Tribal Colleges to offer such a degree, and may even be the first higher education institution to offer a degree in Injury Prevention in the United States. Recently UTTC also started offering their Injury Prevention courses online.

The U.S. Department of Transportation cares very much about injury prevention as evidenced by the emphasis on safety as a top priority within the strategic plan and DOT programs and initiatives.



*For more information on the United Tribes Technical College you can call Dennis Renville at (701) 255-3285 ext. 374, e-mail him at [nddrenville2@hotmail.com](mailto:nddrenville2@hotmail.com) or view the UTTC web site at <http://www.unitedtribestech.com/>.*

*The web site for the Injury Prevention Program is <http://www.injuryprevention.cc/>. For information on UTTC online Injury Prevention courses contact Larry Carlson at [lcarlson@uttc.edu](mailto:lcarlson@uttc.edu)*

*For more information on ETTAP contact Patricia Martin at (800) 532-1169 x65337 and visit the OSDBU web site at <http://osdbuweb.dot.gov/about/ETTAP.html>*

## D & G Concrete Construction, Inc. - The Harder They Work, the Luckier They Get!

**D**&G Concrete Construction, Inc. is a general contractor that does paving and concrete flatwork in South Dakota. Located in Sioux Falls, this firm is a Native American-owned company with a proven track record of success in the highway construction business in South Dakota.

Gregory Branaugh founded D&G Concrete Construction, Inc. after being laid off as a concrete laborer in 1983. He had worked in the construction industry for four years, so he decided to become the master of his own fate.

D&G started with zero dollars and first year revenues were \$100,000. Today they have annual revenues of approximately \$11 million and employ between 25-30 people. On good years he has had revenues over \$14 million, with approximately half going to subcontractors.

The growth of D&G was steady for the first eight years, but has since leveled off. To grow significantly at this point would require a larger investment in equipment and labor than Mr. Branaugh wishes to make.

When Mr. Branaugh started D&G, he worked with the Small Business Administration (SBA) to secure loans and bonding. However, within four years his reputation became solid enough that the banks and bonding companies were willing to work directly with him. He believes this also allowed him to receive improved rates from these companies. D&G is a certified Disadvantaged Business Enterprise (DBE) in South Dakota.

Greg works on the job with his employees on a daily basis framing, laying cement, smoothing, and performing all of the jobs his employees do. In addition, Greg uses his accounting degree to run the company and support his office manager when not on the job site.

When Greg first started D&G, they focused primarily on subcontracting work for other firms. Through the years they have worked hard and today they are consistently the prime contractor. Mr. Branaugh has won contracts worth up to \$13 million. He receives state DOT contracts for jobs across the state of South Dakota as well as work on the reservations in the Sioux Falls area.



Ms. Denise Voorhes, DBE Liaison Officer at the South Dakota Department of Transportation speaks highly of Mr. Branaugh and D&G Concrete. She points out that, "D & G Concrete Construction has been certified since 1983. The first review I conducted of his company took place in an office in the basement of his home in 1989. At that time he had progressed from a small subcontractor to performing about 85% of his work as a prime contractor. He now conducts his business out of a building he owns in the Sioux Falls industrial section. His company is the only DBE in South Dakota that does the majority of his work as a prime contractor. Greg Branaugh is also unique in that he is the only DBE owner to have been president of the Association of General Contractors of South Dakota. He was president in 1997."

When asked what the key to his

company's success has been, Greg believes that it has been hard work. He says that for years he was told that he was lucky, but "the harder I worked, the luckier I got." He also credits his success to having a core of good people. While he speaks very highly of all of his employees, he emphasizes that many of his employees have been with him since the beginning of the company and he feels that they are a good team.

Mr. Branaugh majored in accounting in college and finds that it has been very beneficial for him to understand both the technical and business aspects of the business. He emphasizes how important it is to know exactly what the company's revenue and expenses are.

His accounting background has also helped him expand into new lines of work. In recent years Mr. Branaugh has become a partner in three other firms: an underground pipe company, a ready-mix concrete company, and full service car wash. The first two both represent horizontal diversification that makes him less dependent on outside suppliers.

Mr. Branaugh does not have big plans to grow his company significantly in the future. His goal is to work hard to keep his company functioning at a level where he can continue to be involved with day-to-day operations.



*For more information on D&G Concrete Construction, you can contact them by phone at (605) 338-8597 or by e-mail at [dgconcrete@aol.com](mailto:dgconcrete@aol.com)*



## Highway Construction Skills On-the-Job (OJT) Training & OJT/Supportive Services (OJT/SS) Programs

With an annual nationwide need for 250,000 employees to fill job openings in the construction industry, an aging population, and increasing demands for transportation, the U.S. Department of Transportation (DOT) has been looking for ways to develop the workforce required to construct and maintain our nation's transportation infrastructure. The OJT program is currently addressing this need across the United States.



The OJT program was originally established as an affirmative action tool which contractors could employ to address the lingering effects of employment discrimination. States set annual and contract-specific training goals and approved training programs as sufficient to allow successful participants to reach the journey-level. OJT/SS programs had the objective of increasing the effectiveness of OJT programs by assisting participants and providers. The provisions of 23 U.S.C. 140(b) allow FHWA to provide grants to providers of training and supportive services programs to meet industry needs. While originally designed to increase opportunities for minorities and women, the program could not be used to discriminate against anyone and their effectiveness in recruiting, employing and training new workers has been relied upon to address the pattern of labor shortages – nationwide.

Grants have been used to support local, regional and statewide efforts to move people from Welfare-to-Work, to recruit women into non-traditional construction jobs, and to fund pilot projects with promise to deal with 21<sup>st</sup> century needs of the industry. While originally designed in the early 1970s to address 1960's problems, with minor modifications, the programs have proven effective

in dealing with current and projected workforce shortages in a race and gender-neutral manner.

One of the most successful initiatives is the Construction Career Days (CCD) effort which involves FHWA and State personnel, Contractors, material suppliers and vendors, and representatives of academia in voluntary efforts to expose high school students to positive, hands-on experiences to increase their awareness of career opportunities in highway construction and related industries.

The goal of the CCD initiative is to move students from an introduction to the highway construction industry, to on-the-job training, to productive employment in highway construction. It is a win/win situation for the U.S. DOT, state DOTs, highway contractors, and the future highway construction employees.

"Since it is impossible to aspire to be something of which one is unaware, it is imperative that highway construction industry careers be portrayed positively to impress potential employees" says Ed Morris, Associate Administrator for Civil Right in the Federal Highway Administration, who has supported the development and expansion of this initiative from its inception.

One example of where this program is working well is in South Dakota, where the Highway Construction Career Enhancement Program, a partnership initiative between the U.S. DOT Federal Highway Administration (FHWA) Office of Civil Rights, the local chapter of the Associated of General Contractors (AGC), the South Dakota DOT, and educational institutions resulted in the 2002 Construction Awareness Days. The event was coordinated by Ms. Michelle McCleerey, the Education and Safety Director of the Associated General Contractors (AGC) of South Dakota. While this program has successfully been used across the state to attract the interest of high school students, this year the program was

extended into Native American high schools in Central South Dakota as a result of increased funding for Native American outreach. The result has been a significant increase in the participation by Native American students.

An example of a South Dakota Highway Construction Career Day is an equipment rodeo where students:

- Operate actual construction equipment,
- Attend career day programs, and
- Tour an active highway project.

Ms. June Hansen, the Equal Employment Opportunity (EEO) Compliance Officer for the South Dakota DOT, describes how the program takes students from Construction Career Days that introduce students to the highway construction industry to either (a) training for heavy equipment operations that then allows students to transition to employment in highway construction or (b) directly to a construction contractor to apply for a job. Ms. Hansen has seen a steady growth in the employment of Native Americans in the heavy construction industry in South Dakota and credits this outreach as a key contributing factor.

The Southeast Technical Institute (STI) in Sioux Falls provides the training described above. They provide post high school vocational education including training in heavy equipment operation and truck driving. This training provides future highway construction employees with the specific skills needed to meet the transportation industry's needs in operating heavy construction equipment, large trucks, graders, bulldozers, shovels, and earth movers.

The Associated General Contractors is exploring taking this program directly to the Indian Reservation Schools in the more remote areas. In this instance, the goal would be direct students to go directly into on-the-job training programs. The Highway Construction Career

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## Native American Resources

The OSDBU has a comprehensive Related Links section on the web site located at <http://osdbuweb.dot.gov/about/related.html>.

Included in the "Other Small Business-Related Organizations" section is a listing of **Native American Resources** including the following:

### **Harvard Project on American Indian Economic Development**

<http://www.ksg.harvard.edu/hpaied/>

### **Native American Business Development Centers**

<http://www.ncaied.org/gsp/nabdc.html>

### **Indian Health Service**

<http://www.ihs.gov/>

### **National Congress of American Indians**

<http://www.ncai.org/>

### **Tribal Business Information Centers**

<http://www.sba.gov/naa/tribes/>

### **SBA Office of Native American Affairs**

<http://www.sba.gov/naa/>

### **U.S. Department of Justice-Office of Tribal Justice**

<http://www.usdoj.gov/otj/index.html>

### **Administration For Native Americans**

<http://www.acf.dhhs.gov/programs/ana>

Please feel free to contact us at <http://osdbuweb.dot.gov/about/feedback.html> to suggest any other web sites that you think would be a useful addition.

## American Indian/Alaska Native Multicultural Outreach by NHTSA

The U.S. Department of Transportation (DOT) National Highway Transportation Safety Administration (NHTSA) recognizes the need for a broad range of traffic safety programs and partnerships that reflect the rich diversity of America's communities and ensure that everyone benefits from the organization's lifesaving work. NHTSA is committed to create, implement, evaluate, and market culturally specific programs and materials to raise greater awareness about the importance of traffic safety. As part of this effort, NHTSA recently developed a Multicultural Outreach Program web site (<http://www.nhtsa.dot.gov/multicultural/>) to provide targeted information to Latinos/Hispanics, Black/African Americans, Asian Americans and Pacific Islanders, and American Indians and Alaskan Natives.

Traffic safety problems disproportionately affect the Native American communities. Native Americans are dying in motor vehicle crashes two to three times more than other Americans. Therefore, NHTSA has created programs, formed relationships, and implemented campaigns that target the traffic safety of American Indian and Alaska Native communities. On NHTSA's new Multicultural Outreach Program web site, one section, located at <http://www.nhtsa.dot.gov/multicultural/nativeamerican/indian-alaska-index.html>, focuses specifically on information directed toward the Native American population.

This American Indian and Alaska Native section is designed to provide direct access to NHTSA's traffic safety activities, contacts, events, materials, and ideas that are tailored specifically to American Indian and Alaska Native populations in the United States. On this site you can find materials on occupant protection, safe communities and traffic safety. There are links to Buckle Up America, Child Passenger Safety, Traffic Safety Materials Catalog, and You Drink & Drive, You Lose. Additionally, there is a page devoted to partners who provide a variety of services such as the Bureau of Indian Affairs, United Tribes Technical College, the Indian Health Service, the American Indian Science & Engineering Society, and of the National Indian Education Association.

The National Highway Traffic Safety Administration (NHTSA) has 10 Regional offices that provide multicultural outreach to save lives, prevent injuries, and reduce traffic-related healthcare and other economic costs. Each Regional office provides numerous services to its states, as well as other public and private sector customers. These services include, but are not limited to, technical assistance, promoting legislation, administering the agency's grant fund programs, assisting in coalition building and delivering training.

Take time to look at this new web site and avail yourselves of the materials and opportunities presented.

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Enhancement Program is an example of a creative partnership program between government and the private sector that provides positive benefits for everyone involved. "As we ride the wave of current and projected demographic changes, the value of the OJT and OJT/SS programs will be more understood and appreciated. Local and State-specific initiatives can ensure the vitality of the industry by successfully competing for members of shrinking labor pools" said Morris.

*For further information on the OJT and OJT/SS programs you can contact Ed Morris at the Federal Highway Administration by phone at (202) 366-0693 or by e-mail at [ed.morris@fhwa.dot.gov](mailto:ed.morris@fhwa.dot.gov).*

*For further information on Highway Career Enhancement Program initiatives at the South Dakota DOT, you can contact June Hansen by phone at (605) 773-3540 or by e-mail at [junehansen@state.sd.us](mailto:junehansen@state.sd.us)*

*For further information on the Associated General Contractors (AGC) of South Dakota you can contact Michelle McCleerey by phone at (606) 373-0108, by e-mail at [Michelle@sd.agc.org](mailto:Michelle@sd.agc.org), or visit their website at [www.sdagc.org](http://www.sdagc.org).*

*For further information on the Southeast Technical Institute, visit their web site at <http://www.southeasttech.com>*

# Fraudulent Letters Concerning CCR Purported to be Issued By U.S. DOT

Recently, some current U. S. Department of Transportation (DOT) contractors and potential contractors have received fraudulent letters purporting to be issued by DOT. These fraudulent letters request that current or potential contractors register in the DoD Central Contractor Registration System (CCR). Please be aware that DOT does not require any confidential information to be submitted to verify CCR registration and that all companies should verify that they are sending information to an authorized DOT official before submitting confidential company information.

*Additional information regarding these fraudulent letters may be found at: [www.dot.gov/ost/m60/contracting\\_personnel\\_fraud.htm](http://www.dot.gov/ost/m60/contracting_personnel_fraud.htm)*

## CALENDAR OF EVENTS FOR December 2002 / January 2003

DATE	EVENT	CONTACT
Dec. 3-7	2002 International Roadway Work Zone Safety Conference Lake Buena Vista, Florida	1-888-447-5556 <a href="http://www.artba.org/meetings_events/2002workzone_safety.htm">http://www.artba.org/meetings_events/2002workzone_safety.htm</a>
Dec. 5	Health and Human Services Small Business Training Conference Bethesda, Maryland	301-897-9400 <a href="mailto:sbtc@masimax.com">sbtc@masimax.com</a> <a href="http://www.masimax.com/sbtc">http://www.masimax.com/sbtc</a>
Dec. 9-11	ITS Florida Transpo 2002 Orlando, Florida	1-888-320-6129 <a href="mailto:webmaster@itsflorida.org">webmaster@itsflorida.org</a> <a href="http://www.itsflorida.org/html/transpo_02.html">http://www.itsflorida.org/html/transpo_02.html</a>
Jan. 8-10	Government Conference on Emerging Technology Las Vegas, Nevada	Mary Enoch 1-888-603-8899 <a href="mailto:enoch@ncsievents.com">enoch@ncsievents.com</a> <a href="https://www.federalevents.com/govcon/attendees/registration.html">https://www.federalevents.com/govcon/attendees/registration.html</a>
Jan. 8-12	Society of Hispanic Professional Engineers, Inc., 25th Annual National Technical and Career Conference NTTC 2003 New Orleans, Louisiana	Claudia Galicia (Student) <a href="mailto:Claudia.Galicia@shpe.org">Claudia.Galicia@shpe.org</a> Lourdes Arce (Professional) <a href="mailto:Lourdes.Arce@shpe.org">Lourdes.Arce@shpe.org</a> 323-725-0316 <a href="http://www.shpe.org/nttc2003">http://www.shpe.org/nttc2003</a>

**<http://osdbuweb.dot.gov>**

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